



ICSC Chicago Deal Making

Navy Pier | Chicago, IL
October 16 – 17, 2019

75+ retailers pitching their expansion plans

An **insider's tour** of top Chicago retail destinations

Insight-filled programming on the **region's economic outlook and growing retail trends**

An unmatched group of leaders in the retail real estate industry, ready to **make deals**

NEW for 2019: A focus on one of retail real estate's fastest growing categories:
Food & Beverage



Chicago Deal Making

Chicago Deal Making features dynamic new programming and experiences that are a direct reflection of the **transformation and growth** in retail real estate nationally and across our region.

The event takes the best of what was Chicagoland Retail Connection in years past, and rolls it up with the **unparalleled regional deal making** of Chicago Deal Making for a brand new, more comprehensive conference.

Plus, it features a day dedicated to the **fast-growing F&B category**, introducing you to new and expanding dining concepts, exploring how technology is impacting the sector and more.

Andrew Stein, CRX, CLS, Clark Street Real Estate, ICSC Illinois State Director & the Chicago Deal Making Program Planning Committee

Here's what's **NEW** at ICSC's Chicago Deal Making

DAY 1

- Before the deal making floor opens, meet top retailers during **Chicagoland Retail Connection**, when they take the stage to share their expansion plans
- **Keynote Speaker Fabio Viviani**, restaurateur, author and Top Chef fan favorite, will offer a chef's perspective on doing restaurant deals
- **Professional Development Workshops** on redeveloping properties into **mixed-use centers** and how to craft successful restaurant deals
- **Trend Sessions** on the show floor on the rise of **co-living**, the growth of **Chicago's industrial sector** and more

DAY 2

- **Discover New Restaurant Concepts** as up-and-coming restaurateurs pitch their brands and strategic growth plans
- **Keynote Speaker Rob Katz**, Co-Founder of **Boka Restaurant Group**, will speak alongside a chef and designer from his team about their strategy for opening new restaurants
- **Trend Sessions** on how **automation** and **ghost kitchens** are impacting the F&B biz, how (and why) we might **save local grocery stores** and more
- **Chicago Retail Tour** includes a behind-the-scenes visit to Chicago's top mixed-use properties, Addison & Clark and Lincoln Common

Show Floor Overview



WEDNESDAY, OCTOBER 16

Registration

7:30 am – 6:30 pm

Breakfast and Networking

8:30 – 9:00 am

Chicagoland Retail Connection

9:00 – 10:00 am

Hear directly from retailers pitching their expansion plans in the Midwest.

Deal Making & Retailer Central

10:00 am – 5:00 pm

Booth and table space are limited—visit www.icsc.org/2019CDM for more information.

Professional Development Workshop

10:15 – 11:15 am

How to Craft Restaurant Deals

Learn the fundamentals of food operations and key restaurant deal components.

INSTRUCTOR



Joe Grody

Executive Vice President
Cornerstone Commercial Real Estate

Professional Development Workshop

11:15 am – 12:15 pm

Strategies for Emerging Mixed-Use Developments

Examine the challenges and opportunities in redeveloping existing retail properties into mixed-use developments.

INSTRUCTOR

Jon Meshel

Senior Vice President, Development
Centennial

Lunch Served

12:30 – 1:00 pm

No lunch service after 1:00 pm.

Keynote

1:00 – 1:45 pm

Chef's Take: What Landlords and Brokers Should Know

Straight from the chef's mouth, learn what factors impact a restaurateur like Fabio Viviani's thinking when it comes to location, lease terms and more.

SPEAKER



Fabio Viviani

Celebrity Chef & Hospitality Developer
Fabio Viviani Hospitality Restaurant Group

Economic Outlook

2:00 – 2:30 pm

What are the largest economic factors impacting the retail real estate industry, and how will they shape your business in the future?

Inside the Growth of Chicago's Industrial Sector

2:30 – 3:00 pm

With eCommerce changing the way we purchase and consume goods, demand for industrial property, specifically distribution space, has never been greater in Chicago. Chris Zubel, who leads the industrial team for CBRE, will offer a look at the future of this category and the opportunities within it.

SPEAKER

Chris Zubel

Senior Managing Director
Investor Leader, Chicago
CBRE

PARTICIPATE IN RETAILER CENTRAL ICSC Retailer Members can take advantage of a complimentary table in Retailer Central to promote their brand and discuss expansion plans with shopping center owners and developers. Retailers confirmed to participate include Dairy Queen, Little Caesars, Orangetheory Fitness, Focus Brands, VIP Wireless, Speedway, Philly Pretzel Factory and Tommy's Express Car Wash. Reserve your table today—advance registration is required.

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General Session (To be announced)

3:00 – 3:30 pm

The Co-Living Concept

3:30 – 4:00 pm

While co-working has already taken off, its sister approach, co-living, is still gaining ground. Connect with the companies who are bringing co-living, along with all its triumphs, challenges, and of course, retail opportunities, to Chicago.

MODERATOR



Andy Ahitow
Co-Founder
City Pads, LLC

SPEAKERS



Sandy Albert
Senior Real Estate Director
Common



Chris Bledsoe
Co-Founder & CEO
Ollie

Member-Hosted Reception

5:00 – 6:30 pm

Relax and unwind with your industry peers after a full day of programming.

Sponsorship opportunities are available. For more information, visit www.icsc.org/2019CDM.

THURSDAY, OCTOBER 17

Registration

7:30 am – 12:30 pm

Breakfast

8:00 – 8:30 am

Keynote

8:30 – 9:15 am

Inside Boka Restaurant Group

To kick off our day of F&B-focused programming, Boka Restaurant Group Co-Founder Rob Katz and members of his team will take you inside their restaurant strategy from location to design and beyond.

SPEAKERS



Rob Katz
Co-Founder
Boka Restaurant Group



Karen Herold
Principal
Studio K Creative



Giuseppe Tentori
Chef & Partner
GT Prime and GT Fish & Oyster

Deal Making

9:00 am – 12:30 pm

NEW Small Bites: New Restaurant Concepts

9:15 – 10:00 am

Meet up-and-coming restaurateurs “mini-pitching” their new dining concepts and strategic growth plans.

HOSTED BY



Philip Colicchio
Executive Managing Director
Colicchio Consulting, a Division of
Cushman & Wakefield



Steve Dolinsky
Food Reporter
ABC 7 – Chicago

From Automation to Ghost Kitchens, Understanding the Trends Reshaping F&B

10:00 – 10:45 am

With new technologies and evolving consumer behavior, the way restaurants make food is changing. How does that impact what they look for, and look like, in brick-and-mortar? Hear from leaders behind innovative concepts.

MODERATOR



Steve Dolinsky
Food Reporter
ABC 7 – Chicago

SPEAKERS



Taeyun Kim
Head of Development
Wow Bao



Mike LaVita
Co-Founder & CEO
Foxtrot Ventures



Meredith Sandland
COO
Kitchen United



Robert Thompson
Founder & CEO
Punch Bowl Social

The Case for Local Grocery Stores and How to Save Them

10:45 – 11:30 am

Food in America is increasingly channeled through a handful of companies (think Amazon, WalMart and FreshDirect), but there's a lot to lose if traditional neighborhood supermarkets go under. In this session, learn about one architect and one retailer's experiment to save local groceries, including right here in Illinois.

(This session is based on Joe Fassler's feature in *The New Food Economy* titled "The Man Who's Going to Save Your Local Grocery Store." Read it online at newfoodeconomy.org)

MODERATOR



Joe Fassler
Deputy Editor
The New Food Economy

SPEAKERS



Kevin Kelley, AIA
Co-Founder & Principal
Shook Kelley



Rich Niemann, Jr.
President & CEO
Niemann Foods

How Experience Fuels These Restaurants' Growth

11:30 am – 12:15 pm

These fast-growing restaurant concepts are each known for their unique offering and experience, from a membership-based wine club to a social gaming atmosphere. Learn how a focus on hospitality and connection has fueled each brand's success and their ambitions for the future.

SPEAKERS



Tim McEnery
Founder & CEO
Cooper's Hawk

NEW Chicago Retail Tour

12:30 – 3:00 pm

Transportation and lunch will be provided for this insider's tour of two of Chicago's most compelling retail destinations. Stops along the tour include:

Addison & Clark: Located directly across from Wrigley Field, this 150,000-square foot retail, dining, and entertainment destination by Bucksbaum Properties features anchor tenants like Lucky Strike Social, UFC Gym, and a one-of-a-kind Harley-Davidson experiential showroom.

Lincoln Common: Developed by Hines and McCaffery, this mixed-use property features more than 100,000-square feet of world-class retail, dining, and fitness experiences, along with luxury apartments, office space, senior living, and more.

Transportation to O'Hare and Midway airports will also be available directly following the tour.

Pre-registration is required and a separate \$35 fee applies.

Program information current as of August 13, 2019. Session times and speakers are subject to change.

Chicago Deal Making

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Warren Terrace, ICSC Central Division P3 Private Chair, First Commercial Realty & Development Co., Inc.
Jim Pye, ICSC Central Division Retail Chair, Famous Footwear
Dustin Marks, ICSC Central Division Next Generation Chair, Anchor Associates

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Peggy Hart, ICSC Illinois Retail Chair, Chipotle
Adam Foret, ICSC Illinois Next Generation Chair, Regency Centers

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Allen Joffe, Baum Realty Group, LLC
Lee Wolfson, S.F. Solutions, LLC
William Wright, CBRE

Registration Fees*

| | Advance | On-Site |
|------------------------|---------|---------|
| Member | \$380 | \$460 |
| Non-Member | \$760 | \$930 |
| Public Official Member | \$95 | \$125 |
| Retailer Member | \$0 | N/A |
| Student Member | \$50 | N/A |

*Go online for registration eligibility.

Deadlines

- Register by **September 6th** to receive your badge in the mail.
- Register by **October 9th** to receive the advance rate.

Hotel Reservations

A block of rooms has been reserved at the following hotels:

- Cambria Chicago Magnificent Mile | \$189
- DoubleTree by Hilton Chicago Magnificent Mile | \$255
- Hotel EMC2 | \$279
- W Chicago – Lakeshore | \$234

Cut-Off Date: September 25, 2019

- Fairfield Inn & Suites Chicago Downtown Magnificent Mile | \$229
- Hyatt Centric Chicago Magnificent Mile | \$269

Cut-Off Date: October 2, 2019

Reservations: +1 312 527 7270 | www.onpeak.com/icsc

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NEW Tenants.
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New York Deal Making

Javits Center | New York City

Join us **December 10 – 12, 2019** to experience how we're changing the game for retail real estate.



Register by **September 6** and save.
Visit www.icsc.org/2019EDM.